

Message Text

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ACTION NEA-09

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 9972

INFO USDOC

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EO 11652: NA

TAGS: AFSP, KU

SUBJ: COMMERCIAL BUDGET PACKAGE: REQUEST FOR FSL POSITION

REF: STATE 112965

1. SUMMARY: EMBASSY URGENTLY REQUESTS ADDITIONAL FSL COMMERCIAL SECRETARY POSITION. BELIEVE IT ESSENTIAL THIS POSITION BE APPROVED SOONEST, RATHER THAN WAIT FOR FY-76. GIVEN RAPID EXPANSION IMPORTANCE OF AN LEVEL OF INTEREST IN KUWAIT, POST SIMPLY CANNOT DO JOB IT WOULD LIKE TO DO IN SUPPORTING COMMERCIAL AND NATIONAL INTEREST WITHOUT THIS POSITION. SUPPORTING WORKLOAD STATISTICS ARE GIVEN AS REQUESTED REFTEL; HOWEVER, MORE THAN DEMONSTRATING A MARKED INCREASE IN WORKLOAD, THESE STATISTICS DEMONSTRATE THAT THE EMBASSY'S ECON/COMMERCIAL SECTION HAS REACHED ITS OUTPUT CAPACITY AND IS HAVING TO FOREGO SOME IMPORTANT TASKS IN FAVOR OF MORE URGENT ONE. END SUMMARY

2. EMBASSY URGENTLY REQUESTS ADDITIONAL FS LOCAL COMMERCIAL POSITION. AS WE ENVISAGE IT, NEW POSITION WOULD BE COMMERCIAL SECRETARY AT FSL-6 LEVEL (\$6,200 PER YEAR), THUS FREEING OUR TWO PRESENT ECON/COMMERCIAL ASSISTANTS (FSL-3'S) FROM ROUTINE CHORES TO DO MORE SUBSTANTIVE WORK. GIVEN RAPID INCREASE IN DEMANDS ON ECON/COMMERCIAL SECTION, EMBASSY REQUESTS THIS POSITION BE APPROVED FOR FY-75 RATHER THAN WAIT FOR FY-76. THE IMPERATIVE NEED FOR SUCH POSITION HAS BEEN RECOGNIZED BY THE VARIOUS

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COMMERCE AND OTHER STUDY GROUPS WHICH HAVE VISITED KUWAIT WITHIN

THE PAST FEW MONTHS, AND WE PRESUME THIS HAS BEEN REFLECTED IN THEIR REPORTS.

3. PRIMARY JUSTIFICATION FOR THIS POSITION CAN BE FOUND IN ALMOST ANY NEWSPAPER, AND WE DO NOT RPT NOT BELIEVE IT NECESSARY FOR US TO DWELL AT LENGTH ON THE RAPID RISE IMPORTANCE KUWAIT TO US AND WORLD ECONOMY AND THE CONCOMITANT SURGE OF INTEREST IN KUWAIT BY US BUSINESSMEN AND INVESTORS. ONE ASPECT THIS SURGE OF INTEREST NEEDS POINTING OUT, HOWEVER: THE RISE IN LEVEL OF INTEREST HAS BROUGHT A PARALLEL INCREASE IN THE RANK OF BUSINESSMEN AND DELEGATIONS VISITING KUWAIT. WHEREAS THE AVERAGE BUSINESS VISITOR A YEAR AGO WAS TYPICALLY A REGIONAL REP, IT MORE LIKELY TODAY THAT VISITOR WILL BE COMPANY VICE-PRESIDENT OR PRESIDENT OR EVEN CHAIRMAN OF BOARD. PRESIDENTS REQUIRE FAR MORE ATTENTION THAN REGIONAL REPS.

4. AS REQUESTED REFTEL, SOME PERTINENT WORKLOAD STATISTICS, APPLYING ONLY RPT ONLY TO EMBASSY'S TWO FSL COMMERCIAL ASSISTANTS, FOLLOW:

A) BUSINESS VISITORS, 1973, APPROX 1,000; FIRST FIVE MONTHS 1974, APPROX 575.

B) INCOMING/OUTGOING TELEPHONE CALLS, 1973, APPROX 4,800; FIRST FIVE MONTHS 1974, APPROX 2,500.

C) OUTGOING LETTERS, 1973, 530; FIRST FIVE MONTHS 1974, 226.

D) WTDR'S, 1973, 99; FIRST FIVE MONTHS 1974, 37.

E) ADS, 1973, 17; FIRST FIVE MONTHS 1974, 10.

F) TRADE OPPORTUNITIES, FY 72/73, 26; FIRST 11 MONTHS FY 73/74, 50.

G) USG TRADE MISSIONS, 1973, 2; FIRST FIVE MONTHS 1974, 3.

H) B1 VISAS ISSUED, FY 72/73, 153; FIRST 11 MONTHS FY 73/74, 212.

I) SUPPORT FOR SECTION OFFICERS. DURING 1973 THE EMBASSY'S TWO ECON/COMM OFFICERS (SOON TO BE INCREASED TO THREE WITH THE EMBASSY'S LIMITED OFFICIAL USE

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RETENTION OF REGIONAL ECON OFFICER SLOT) SAW APPROX 675 VISITORS AND DRAFTED APPROX 1100 TELEGRAMS AND AIRGRAMS. DURING FIRST FIVE MONTHS 1974 SAME OFFICERS HAVE SEEN APPROX 725 VISITORS AND DRAFTED APPROX 575 TELEGRAMS AND AIRGRAMS. THE MAJORITY OF THESE VISITS AND A SIZEABLE PORTION OF TELEGRAMS AND AIRGRAMS REQUIRE SUPPORT AND ASSISTANCE FROM FSL COMMERCIAL STAFF.

5. EMBASSY BELIEVES ABOVE STATISTICS IMPRESSIVE ENOUGH; HOWEVER,

WE CONCERNED AT ONE PARTICULARLY DISTURBING ASPECT THESE STATISTICS, I E DECLINE IN LETTERS WRITTEN AND WTDR'S REPORTED. THIS IS CLEAR INDICATION THAT OUTPUT CAPACITY HAS BEEN REACHED AND EMBASSY BEING FORCED TO FOREGO TASKS WHICH SHOULD BE DONE BUT WHICH MUST BE SET ASIDE FOR MORE IMPORTANT WORK. FOR PAST SIX MONTHS POST HAS SUBMITTED NO RPT NO VOLUNTARY WTDR'S, ALTHOUGH NEW AND IMPORTANT COMPANIES BEING FORMED IN KUWAIT AT RATE OF BETTER THAN ONE PER WEEK. UNFORTUNATELY MANY LETTERS ARE BEING WRITTEN LATE, AND LETTERS OF ACKNOWLEDGEMENT ARE NO LONGER BEING SENT. THERE ARE SEVERAL OTHER EXAMPLES OF TASKS WHICH WE NO LONGER ABLE TO PERFORM. FOR EXAMPLE, WE ARE NO LONGER ABLE KEEP AN AGENCY FILE NOR AN INDEX OF MATERIAL AVAILABLE IN COMMERCIAL LIBRARY. AS PRESS OF URGENT REQUIREMENTS CONTINUES TO MOUNT WE FEAR IT WILL BE NECESSARY TO CURTAIL FURTHER EMBASSY'S COMMERCIAL SERVICES. IN ADDITION, IT IS BECOMING ALMOST IMPOSSIBLE TO TAKE ON NEW TASKS IMPOSED BY WASHINGTON, THE MOST CONSPICUOUS EXAMPLE BEING REQUIREMENTS FOR ADDITIONAL MARKET RESEARCH.

6. IN SUM, AS A RESULT OF THE RAPIDLY GROWING IMPORTANCE OF KUWAIT AND THE RESULTANT ATTRACTION OF LARGE NUMBERS OF AMERICAN BUSINESSMEN, DEMANDS ON ALL PERSONNEL OF THE ECON/COMMERCIAL SECTION HAVE MUSHROOMED. REQUIRED COMMERCIAL SERVICES NO LONGER CAN BE PERFORMED PROPERLY WITH ONLY TWO FSL ASSISTANTS, AND AN ADDITIONAL POSITION, AN FSL-6 SECRETARY, IS URGENTLY REQUIRED.

7. SEPTTEL FOLLOWS WITH DATA REF PARA 5 REFTTEL.
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